

## Message Text

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46

ACTION EUR-12

INFO OCT-01 ISO-00 EB-07 USIA-15 /035 W  
----- 008722

R 021054Z FEB 76

FM AMEMBASSY WARSAW

TO USDOC WASHDC

INFO SECSTATE WASHDC 9597

AMEMBASSY VIENNA

AMCONSUL POZNAN

UNCLAS WARSAW 0630

COMMERCE PASS BEWT/OEWD/TPD/EE

E.O. 11652: N/A

TAGS: BEXP, PL

SUBJECT: U.S. PARTICIPATION-1976 POZNAN FAIR

REF USDOC 00864

I. FOLLOWING ARE U.S. FIRMS COMMITTED TO PARTICIPATE IN  
U.S. PAVILION POZNAN FAIR AND SQUARE METERS ALLOTTED TO EACH.  
ALL INDOOR SPACE WILL BE CONSTRUCTED.

1. AMERICAN EXPORT SERVICES-18, (REPRESENTING: MONARCH  
ROAD MACHINER CO; HYDROMATION FILTER CO, JOHN E. MITCHEL CO;)
2. ALLIS CHALMERS-85 PLUS 100 OUTDOOR;
3. AMF-100;
4. HOKE INTERCONTINENTAL-12;
5. AMTEST ASSOCIATES-20, (REPRESENTING: JOHN FLUKE CO,  
DATA I/O, E-H RESEARCH, SITEK CO;)
6. BAUSCH & LOMB-22;
7. BLANFORD ELECTRONIC SYSTEMS-30, (REPRESENTING: ACUREX  
CORP, B&F INSTRUMENTS, BAIRD ATOMIC LTD, CG.S THERMODYNAMICS,  
COSSOR ELECTRONICS LTD, KULITE SEMI CONDUCTOR PRODUCTS INC,  
MAGNAFLUX LTD, ROBERSHAW SKIL LTD, F&M SYSTEMS, CO,  
DUKANE CORP, SONIC INSTRUMENTS, SCHAEVITZ ENGINEERING,  
TINIUS OSEN TESTING MACHINE CO, TRANSDUCERS INC, VU-DATA  
CORPORATION);

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8. BURR BROWN CORP-12;

9. BROWN & SHARPE-30;  
10. J.I. CASE-325 OUTDOOR;  
11. CLARK INTERNATIONAL-400 OUTDOOR,  
12. COHLUCORP-24;  
13. CINCINNATI MILACRON-60;  
14. DIGITAL EQUIPMENT-35;  
15. DORIC SCIENTIFIC-12;  
16. DOW CHEMICAL 60;  
17. DU PONT-60;  
18. DRESSER INDUSTRIES-35; OUTDOOR;  
19. EUBANKS INTERNATIONAL INC-9;  
20 FENWAY INTERNATIONAL SALES-12 OUTDOOR;  
21. FINNIGAN-40;  
22. EXCELLON-30;  
23. HOLLIS ENGINEERING-30;  
24. HEWLETT PACKARD-40;  
25. GENERAL RADIO-20;  
26. INGERSOLL RAND-80 PLUS 100 OUTDOOR;  
27 INTERNATIONAL BUSINESS SYSTEMS-12 (REPRESENTING:  
DEVATRONICS INC, INTERNATIONAL TYPEWRITER EXCHANGE,  
INTERSIL INC, PNEUMAFLOW INC, RESEARCH INC, SANDERS  
ASSOCIATES, UPI SEMICPONDUCTORS, SOLID STATE INC;  
28. KARL LAMBRECHT-20 (REPRESENTING: ALPHAMETRICS,  
CRYSTAL OPTICS RESEARCH, CONDENSER PRODUCTS CORP, DICOMEND  
CORP, ELECTRO OPTICAL INDUSTRIES, FJW INDUSTRIES, GAERTNER  
SCIENTIFIC CORPORATION, GENERAL ELECTRIC, GEN-TEC, HUGHES  
AIRCRAFT CO, ILC TECHNOLOGY, KAPPA SCIENTIFIC CORP,  
LASER PRECISION, MERET INC, OPTICAL ENGINEERING, PATTERN  
PROJECTION CO, PHOTOGRAPHIC SCIENCES CORP,  
RADIO CONTROLS CORP, SCIENTIFIC CALCULTAIONS INC, SENSORS,  
GTE SYLVANIA, DUKANE CORP, VARI-TECH CO, GENERAL SCIENTIFIC);  
29. MONSANTO-70;  
30. MAGNAVOX-10;  
31. MTS SYSTEMS CORP-15;  
32. NCR-40;  
33 NORTON INTERNATIONAL INC-36;  
34 ORION RESEARCH CO-20;  
35. OWATONNA TOOLD INT'L-24;  
36. SINGER-60;  
37. SPERRY NEW HOLLAND-40;  
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38. STATE OF PENNSYLVANIA-30 (REPRESENTING 3 COMPANIES)  
39. STEINZEL & CO-48 REPRESENTING:  
A. BENDIX INTERNATIONAL-12  
B. TELEDYNE PINES-8  
C. ANDOVER INTERNATIONAL INC-6  
D. APEX MACHINE & TOOL CO-8  
E. WATERS MANUFACTURING INC-6  
F. DANLY MACHINERCORP-8

- 40. SYSTRON DONNER-12;
- 41. SHIPLEY EUROPE-12;
- 42. UNION CARBIDE-72;
- 43. UNITRONEX CORP-20;
- 44. VARIAN-35;
- 45. XOMOX-40;
- 46. UNIVERSAL INSTRUMENTS-15;
- 47. TAPMATIC CORP-15;

II. TOTAL SPACE COMMITTED TO DATE: INDOOR: 1475 SQUARE METERS, OUTDOOR: 972 SQUARE METERS. PAVILION 38 DETAILS REQUESTED REFTEL BEING SOUGHT BUT WE DOUBT THEY CAN BE SECURED AND SENT TO WASHINGTON BEFORE END OF FEBRUARY. PLEASE ADVISE. RENTAL COST PAVILION 38 WILL BE APPROXIMATELY 32,000 US DOLLARS.

III. WE HAVE ONE BID FOR AIR-CONDITIONING OF U.S. PAVILION FROM WESTINGHOUSE OF 93,000 US DOLLARS FOB ITALY EXCLUDING LABOR WHICH, WE ESTIMATE, WOULD BE AN ADDITIONAL 10,000-15,000 US DOLLARS.

A SECOND BID FROM CONAIR OF NEW JERSEY IS EXPECTED SHORTLY. WE WOULD MAKE A PARTIAL PAYMENT ON INSTALLATION FROM TOTAL FAIR BUDGET AND THE REST WOULD BE PAID WHEN APPROPRIATIONS FOR PAVILION IMPROVEMENT BECOME AVAILABLE. DAVIES

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## Message Attributes

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**Disposition Approved on Date:**  
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